

**JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION  
TO AWARD PROPRIETARY EQUIPMENT FOR  
THE SIMULATION ROOMS IN BUILDINGS 3&5 AT THE  
WALTER REED NATIONAL MILITARY MEDICAL CENTER, BETHESDA, MD**

1. AGENCY IDENTIFICATION: The agency is the United States Navy. The contracting activity is Naval Facilities Engineering Command Washington, Public Work Office, Bethesda MD.

2. NATURE AND DESCRIPTION OF THE ACTION BEING APPROVED:

It is requested that other than full and open competition be permitted pursuant to 10 U.S.C. § 2304(c) (2) as implemented by FAR 6.302-1 "only one responsible source". This J&A requests authority to procure and install proprietary Medical Equipment in three simulation rooms that must be identical to the newly renovated operating rooms in Buildings 9 and 10 at the Walter Reed National Military Medical Center (WRNMMC). It is requested that this change order be awarded to the John C. Grimberg Company, Inc. using other than full and open competition. The Government's estimate to perform this work is

3. DESCRIPTION OF EQUIPMENT OR SERVICES REQUIRED TO MEET THE AGENCY'S NEEDS:

The work includes the purchase, installation and program configuration of the Simulation Room's Medical Equipment and Integration software. The equipment and software must be identical to the equipment already provided in the remainder of the facilities' operating suites. One of the primary functions of the simulation center is for education and training of the hospital staff which will include doctors and nurses who will be assigned, or are assigned to utilize the medical equipment installed at Buildings 9 and 10. In order to maximize the efficiency and skills of the staff it is essential that they be trained and conduct surgical simulations in an identical environment to that in which they will be conducting live surgical procedures.

Although other manufacturer's equipment can perform the basic functions required to conduct surgery, training personnel on equipment different from that on which they will be performing surgeries introduces a new requirement to duplicate training on two separate sets of medical equipment and also introduces the risk of equipment misuse by a staff trained on devices made by a different manufacturer. The manufacturer of the equipment currently installed in the hospital is MAQUET/STORZ. While the hospital provided the information that supported the original RFP for procurement of this equipment, the design team omitted the critical requirement that it be the same manufacturer and configuration to support the newly renovated Operating Suites. At the time the RFP was generated, the hospital design team did not know what manufacturer was going to be selected to support the Main OR project. This requires sole-source procurement of MAQUET/STORZ.

#### 4. IDENTIFICATION OF THE STATUTORY AUTHORITY PERMITTING OTHER THAN FULL AND OPEN COMPETITION:

It is requested that other than full and open competition be permitted pursuant to 10 U.S.C. 2304(c) (2) as implemented by FAR 6.302-1 - only one responsible source.

#### 5. DEMONSTRATION THAT THE PROPOSED VENDOR'S UNIQUE QUALIFICATIONS OR THE NATURE OF THE ACQUISITION REQUIRES USE OF THE AUTHORITY CITED:

In order to minimize the number of mistakes in operating suites, evidence-based design principles are being used at Walter Reed National Military Medical Center. These principles are not a regulation, but are an accumulation of best industry practices that medical designers use to improve patient outcomes. Some examples include single patient rooms, access to natural light, and efficient way finding being used at the Walter Reed National Military Medical Center. These design principles require that all operating suites are not only arranged in the exact same way, but that all the equipment within the operating suites is identical. This allows any surgical team to utilize any operating suite without having to learn new equipment or adjust to a new orientation. The equipment already procured for the operating suites in the Walter Reed National Military Medical Center is MAQUET/STORZ equipment. In fitting out the new simulation rooms, it is essential and in direct support of the safety and health of the patients at WRNMMCB that the equipment to be procured as part of this action be identical to the equipment already in place within the existing hospital spaces.

The John C. Grimberg Company, Inc. (Grimberg) is already under contract to provide renovation services in Buildings 3 and 5 to include procurement and installation of equipment in support of the Operating Suite Simulation Rooms. This is being managed under contract N40080-10-D-0492, Task Order 003. Grimberg is already responsible for managing logistics, site access, equipment procurement and delivery, project management, and safety oversight for these spaces.

In addition, Grimberg is already mobilized and set up to procure and receive this material in concert with their original contract requirements and the time necessary to implement this modification will therefore be significantly reduced if we were to procure this equipment using a different contract.

#### 6. EFFORTS TO PUBLICIZE REQUIREMENT

The approved J&A will be posted on NECO within 14 days after contract modification award.

## 7. DETERMINATION OF FAIR AND REASONABLE COST

A determination of fair and reasonable prices will be conducted through cost analysis in accordance with FAR Part 15. A detailed independent government estimate (IGE) has been completed in alignment with the preparation of the RFP documents. The IGE contains all applicable cost elements. The Contractor will be required to submit their cost proposal in the same format and level of detail contained in the IGE in addition to providing certification of cost and pricing data. A technical analysis of the Contractor's proposal will be performed by Government personnel with the specialized skills, experience and knowledge necessary for a project of this size and complexity.

## 8. DESCRIPTION OF MARKET RESEARCH

None

## 9. OTHER SUPPORTING FACTS

None

## 10. LISTING OF INTERESTED SOURCES

None

## 11. ACTIONS TAKEN TO REMOVE BARRIERS TO COMPETITION

In the future, when requirements are developed, we will thoroughly coordinate with the client to ensure their requirements are fully reflected and articulated in the technical documents.

Approved on 27 March 2012